

MAIL TO:

STATE OF UTAH
DIVISION OF PURCHASING
3150 STATE OFFICE BUILDING, CAPITOL HILL
P.O. BOX 141061
SALT LAKE CITY, UTAH 84114-1061
TELEPHONE (801) 538-3026
www.purchasing.utah.gov

Invitation to BidSolicitation Number: **DG6522**Due Date: **02/01/06 AT 5:00pm**

Date Sent: January 12, 2006

Agency ContractGoods and services to be purchased: **COGNOS TRAINING FOR OFFICE OF EDUCATION PERSONNEL AND SCHOOL DISTRICT****Please complete**

Company Name		Federal Tax Identification Number	
Ordering Address	City	State	Zip Code
Remittance Address (if different from ordering address)	City	State	Zip Code
Type <input type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship <input type="checkbox"/> Government	Company Contact Person		
Telephone Number (include area code)	Fax Number (include area code)		
Company's Internet Web Address	Email Address		
Discount Terms (for bid purposes, bid discounts less than 30 days will not be considered)	Days Required for Delivery After Receipt of Order (see attached for any required minimums)		
<p>The following documents are included in this solicitation: Solicitation forms, instructions and general provisions, and specifications. <u>Please review all documents carefully before completing.</u></p> <p>The undersigned certifies that the goods or services offered are produced, mined, grown, manufactured, or performed in Utah. Yes_____ No_____. If no, enter where produced, etc._____</p>			
Offeror's Authorized Representative's Signature		Date	
Type or Print Name		Position or Title	

**STATE OF UTAH
DIVISION OF PURCHASING
GENERAL SERVICES**

Invitation to Bid

Solicitation Number: DG6522)

Due Date: 02/01/06

Vendor Name:

Description
<p>TRAINING FOR UTAH STATE OFFICE OF EDUCATION PERSONNEL AND SCHOOL DISTRICT USERS ON NEWEST VERSION OF COGNOS PER THE ATTACHED SPECIFICATIONS.</p> <p>AWARD WILL BE FOR 1 YEAR WITH OPTION OF 1 YEAR RENEWAL.</p> <p>PLEASE ENTER PRICING PER THE ATTACHED COST PROPOSAL SHEET.</p> <p>NOTE: DUE TO THE LEGISLATIVE SESSION PARKING ON CAPITOL HILL IS EXTREMELY LIMITED AT THIS TIME. YOU MAY WANT TO PLAN TO MAIL YOUR BID RESPONSES.</p>
<p>WRITTEN QUESTIONS MUST BE SUBMITTED BY JANUARY 25, 2006 TO RUSSELL KLEIN AT Rklein@schools..utah.gov OR FAX VIA 801-538-7845.</p> <p>QUESTIONS ON PURCHASING PROCESS (NOT RELATED TO SPECIFICATIONS) CONTACT DEBBIE GUNDERSEN AT 801-538-3150</p> <p>REFERENCE RX 400 62000000030</p> <p>COMMODITY CODE 91829</p>

INVITATION TO BID - INSTRUCTION AND GENERAL PROVISIONS

1. BID PREPARATION: (a) All prices and notations must be in ink or typewritten. (b) Price each item separately. Unit price shall be shown and a total price shall be entered for each item bid. Errors may be crossed out and corrections printed in ink or typewritten adjacent and must be initialed in ink by person signing quotation. (c) Unit price will govern, if there is an error in the extension. (d) Delivery time is critical and must be adhered to as specified. (e) Wherever in this document an item is defined by using a trade name of a manufacturer and/or model number, it is intended that the words, "or equivalent" apply. "Or equivalent" means any other brand that is equal in use, quality, economy and performance to the brand listed as determined by the Division of Purchasing & General Services (DIVISION). If the vendor lists a trade name and/or catalog number in the bid, the DIVISION will assume the item meets the specifications unless the bid clearly states it is an alternate, and describes specifically how it differs from the item specified. All bids must include complete manufacturer's descriptive literature if quoting an equivalent product. All products are to be of new, unused condition, unless otherwise requested in this solicitation. (f) By signing the bid the vendor certifies that all of the information provided is accurate, that they are willing and able to furnish the item(s) specified, and that prices quoted are correct. (g) This bid may not be withdrawn for a period of 60 days from bid due date.

2. SUBMITTING THE BID: (a) The bid must be signed in ink, sealed in a properly addressed envelope, and delivered to the DIVISION OF PURCHASING (DIVISION), 3150 State Office Building, Capitol Hill, Salt Lake City, UT 84114-1061 by the "Due Date and Time." **The "Bid Number" and "Due Date" must appear on the outside of the envelope.** (b) Bids, modifications, or corrections received after the closing time on the "Due Date" will be considered late and handled in accordance with the Utah Procurement Rules, section R33-3-109. (c) **Your bid will be considered only if it is submitted on the forms provided by the state. Facsimile transmission of bids to DIVISION will not be considered.** (d) All prices quoted must be both F.O.B. Origin per paragraph 1.(c) and F.O.B. Destination. Additional charges including but not limited to delivery, drayage, express, parcel post, packing, cartage, insurance, license fees, permits, costs of bonds, or for any other purpose must be included in the bid for consideration and approval by the DIVISION. Upon award of the contract, the shipping terms will be F.O.B. Destination with all transportation and handling charges paid by the Contractor, unless otherwise specified by the DIVISION.

3. SOLICITATION AMENDMENTS: All changes to this solicitation will be made through written addendum only. Bidders are cautioned not to consider verbal modifications.

4. PROPRIETARY INFORMATION: Suppliers are required to mark any specific information contained in their bid which is not to be disclosed to the public or used for purposes other than the evaluation of the bid. Each request for nondisclosure must be accompanied by a specific justification explaining why the information is to be protected. Pricing and service elements of any bid will not to be considered proprietary. Bids submitted may to be reviewed and evaluated by any persons at the discretion of the state.

5. SAMPLES: Samples of item(s) specified in this bid, when required by DIVISION, must to be furnished free of charge to DIVISION. Any item not destroyed by tests may, upon request made at the time the sample is furnished, to be returned at the bidder's expense.

6. WARRANTY: The contractor agrees to warrant and assume responsibility for all products (including hardware, firmware, and/or software products) that it licenses, contracts, or sells to the State of Utah under this contract for a period of one year, unless otherwise specified and mutually agreed upon elsewhere in this contract. The contractor (seller) acknowledges that all warranties granted to the buyer by the Uniform Commercial Code of the State of Utah applies to this contract. Product liability disclaimers and/or warranty disclaimers from the seller are not applicable to this contract unless otherwise specified and mutually agreed upon elsewhere in this contract. In general, the contractor warrants that: (1) the product will do what the salesperson said it would do, (2) the product will live up to all specific claims that the manufacturer makes in their advertisements, (3) the product will be suitable for the ordinary purposes for which such product is used, (4) the product will be suitable for any special purposes that the State has relied on the contractor's skill or judgement to consider when it advised the State about the product, (5) the product has been properly designed and manufactured, and (6) the product is free of significant defects or unusual problems about which the State has not been warned. Remedies available to the State include the following: The contractor will repair or replace (at no charge to the State) the product whose nonconformance is discovered and made known to the contractor in writing. If the repaired and/or replaced product proves to be inadequate, or fails of its essential purpose, the contractor will refund the full amount of any payments that have been made. Nothing in this warranty will be construed to limit any rights or remedies the State of Utah may otherwise have under this contract.

7. DIVISION APPROVAL: Purchase orders placed, or contracts written, with the state of Utah, as a result of this bid, will not to be legally binding without the written approval of the director of the DIVISION.

8. AWARD OF CONTRACT: (a) the contract will to be awarded with reasonable promptness, by written notice, to the lowest responsible bidder that meets the specifications. Consideration will to be given to the quality of the product(s) to be supplied, conformity to the specifications, the purpose for which required, delivery time required, discount terms and other criteria set forth in this invitation to bid. (b) The bids are opened publicly in the presence of one or more witnesses. the name of each bidder, and the amount of the bid is recorded. Each bid, and the record, is open to public inspection. (c) The DIVISION may accept any item or group of items, or overall low bid. the DIVISION has the right to cancel this invitation to bid at any time prior to the award of contract. (d) The DIVISION can reject any and all bids. And it can waive any informality, or technicality in any bid received, if the DIVISION believes it would serve the best interest of the State. (e) Before, or after, the award of a contract the DIVISION has the right to inspect the bidder's premises and all business records to determine the holder's ability to meet contract requirements. (f) DIVISION does not guarantee to make any purchase under awarded contract(s). Estimated quantities are for bidding purposes only, and not to be interpreted as a guarantee to purchase any amount. (g) Utah has a reciprocal preference law which will to be applied against bidders bidding products or services produced in states which discriminate against Utah products. For details see Section 63-56-404 and 63-56-405, Utah Code Annotated. (h) Bid tabulations and awards are posted under "Vendor Info" at www.purchasing.utah.gov. (i) Multiple contracts may be awarded if the State determines it would be in its best interest.

9. ANTI-DISCRIMINATION ACT: The bidder agrees to abide by the provisions of the Utah Anti-discrimination Act, Title 34 Chapter 35, U.C.A. 1953, as amended, and Title VI and Title VII of the Civil Rights Act of 1964 (42 USC 2000e), which prohibit discrimination against any employee or applicant for employment, or any applicant or recipient of services, on the basis of race, religion, color, or national origin; and further agrees to abide by Executive Order No. 11246, as amended, which prohibits discrimination on the basis of sex; 45 CFR 90 which prohibits discrimination on the basis of age, and Section 504 of the Rehabilitation Act of 1973 or the Americans with Disabilities Act of 1990, which prohibits discrimination on the basis of disabilities. Also bidder agrees to abide by Utah's Executive Order, dated March 17, 1993, which prohibits sexual harassment in the workplace. Vendor must include this provision in every subcontract or purchase order relating to purchases by the State of Utah to insure that the subcontractors and vendors are bound by this provision.

10. DEBARMENT: The CONTRACTOR certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (contract) by any governmental department or agency. If the CONTRACTOR cannot certify this statement, attach a written explanation for review by the STATE.

11. ENERGY CONSERVATION AND RECYCLED PRODUCTS: The contractor is encouraged to offer Energy Star certified products or products that meet FEMP (Federal Energy Management Program) standards for energy consumption. The State of Utah also encourages contractors to offer products that are produced with recycled materials, where appropriate, unless otherwise requested in this solicitation.

12. GOVERNING LAWS AND REGULATIONS: All state purchases are subject to the Utah Procurement Code, Title 63 Chapter 56 U.C.A. 1953, as amended, and the Procurement Regulations as adopted by the Utah State Procurement Policy Board. These are available on the Internet at www.purchasing.utah.gov.

(Revision 5 Oct 2005 - ITB Instructions)

**REQUEST FOR PROPOSALS
COGNOS TRAINING SERVICES
Solicitation # DG6522**

The purpose of this request for proposal is to enter into a contract with a qualified agent to provide training in the use and application of the COGNOS Version 8 software. It is anticipated that this RFP may result in a contract award to a single contractor.

This RFP is designed to provide interested offerors with sufficient basic information to submit proposals meeting minimum requirements, but is not intended to limit a proposal's content or exclude any relevant or essential data. Offerors are at liberty and are encouraged to expand upon the specifications to evidence service capability under any agreement.

BACKGROUND

The Utah State Office of Education has recently renewed their license to use the Cognos Version 8 software on a statewide basis for districts as well as the Utah State Office of Education (USOE). The contract to purchase this extended license did not include training services for software use. It is the intent of the USOE to use the software within the state office as well as within many of the school districts and charter schools statewide.

ISSUING OFFICE AND RFP REFERENCE NUMBER

The State of Utah Division of Purchasing is the issuing office for this document and all subsequent addenda relating to it, on behalf of the Utah State Office of Education. The reference number for the transaction is Solicitation # DG6522. This number must be referred to on all proposals, correspondence, and documentation relating to the RFP.

SUBMITTING YOUR PROPOSAL

One original and eight identical copies of your proposal must be received at the State of Utah Division of Purchasing, 3150 State Office Building, Capitol Hill, Salt Lake City, Utah 84114, prior to the closing date of February 1, 2006 at 5:00 P.M. Proposals received after the deadline will be late and ineligible for consideration.

LENGTH OF CONTRACT

The Contract resulting from this RFP will be for a period of one year. The contract may be extended beyond the original contract period at the State's discretion and by mutual agreement for one additional year.

PRICE GUARANTEE PERIOD

All pricing must be guaranteed for the one-year term of the original contract. Following the guarantee period, any request for price adjustment must be for an equal guarantee period, and must be made at least 30 days prior to the effective date. Requests for price adjustment must include sufficient documentation supporting the request. Any adjustment or amendment to the contract will not be effective unless approved by the State Director of Purchasing. The State will be given the immediate benefit of any decrease in the market, or allowable discount.

STANDARD CONTRACT TERMS AND CONDITIONS

Any contract resulting from this RFP will include, but not be limited to, the State's standard terms and conditions. These may be accessed at:

<http://www.purchasing.utah.gov/contractinfo/TermsAgency.pdf>

QUESTIONS

All questions must be submitted in writing and may be submitted to Russell Klein via email at: rklein@schools.utah.gov or via fax at: 801-538-7845. Questions are due by 5:00 p.m. on January 25, 2006. Questions received after that date may not be answered. Answers will be given via an addendum posted on the Division of Purchasing website.

DISCUSSIONS WITH OFFERORS (ORAL PRESENTATION)

An oral presentation by an offeror to clarify a proposal may be required at the sole discretion of the State. However, the State may award a contract based on the initial proposals received without discussion with the Offeror. If oral presentations are required, they will be scheduled after the submission of proposals. Oral presentations will be made at the offeror's expense.

PROTECTED INFORMATION

The Government Records Access and Management Act (GRAMA), Utah Code Ann., Subsection 63-2-304, provides in part that:

the following records are protected if properly classified by a government entity:

(1) trade secrets as defined in Section 13-24-2 if the person submitting the trade secret has provided the governmental entity with the information specified in Section 63-2-308 (Business Confidentiality Claims);

(2) commercial information or non-individual financial information obtained from a person if:

(a) disclosure of the information could reasonably be expected to result in unfair competitive injury to the person submitting the information or would impair the ability of the governmental entity to obtain necessary information in the future;

(b) the person submitting the information has a greater interest in prohibiting access than the public in obtaining access; and

(c) the person submitting the information has provided the governmental entity with the information specified in Section 63-2-308;

** * * * **

(6) records the disclosure of which would impair governmental procurement proceedings or give an unfair advantage to any person proposing to enter into a contract or agreement with a governmental entity, except that this Subsection (6) does not restrict the right of a person to see bids submitted to or by a governmental entity after bidding has closed;

Consistent with Subsection 63-2-304(6) the Division of Purchasing has classified proposals submitted in response to this RFP as protected (Retention and Classification Report for Records Series 16591) except that a successful proposal is available for public inspection for 90 days.

An offeror may also protect portions of a proposal by submitting a Claim of Business Confidentiality to protect trade secrets, commercial information or non-individual financial information as provided in Subsections 63-2-304(1) and (2).

To protect information under a Claim of Business Confidentiality, the offeror must:

1. provide a written Claim of Business Confidentiality *at the time the information (proposal) is provided to the state*, and
2. include a concise statement of reasons supporting the claim of business confidentiality (Subsection 63-2-308(1)).

A Claim of Business Confidentiality is appropriate for information such as client lists and non-public financial statements. Pricing and service elements may not be protected. An entire proposal may not be protected under a Claim of Business Confidentiality. The claim of business confidentiality must be submitted with your proposal on the form which may be accessed at:

<http://www.purchasing.utah.gov/contractinfo/ConfidentialityClaimForm.doc>

To ensure the information is protected, the Division of Purchasing asks the offeror to clearly identify in the Executive Summary and in the body of the proposal any specific information for which an offeror claims business confidentiality protection as "PROTECTED".

All materials submitted become the property of the State of Utah. Materials may be evaluated by anyone designated by the state as part of the proposal evaluation committee. Materials submitted may be returned only at the State's option.

DETAILED SCOPE OF WORK

Six Days: Upon finalizing and awarding of the contract

Analyze and familiarize the contractor with the data warehouse of the USOE. Consult with districts as to their needs for data. Consult with various departments in the USOE to determine their needs for data. Recommend a systemic solution to the data needs of the USOE and districts as it relates to the application of the *Cognos* Version 8 software. A layout of the data warehouse can be accessed at:

http://www.usoe.k12.ut.us/warehouse/upass%20database/Upass_diagram.htm

Five Days:

Conduct a week-long workshop with intensive training as to the setup of the *Cognos* Version 8 software components and the use of the tools included in the Version 8 suite.

This will be adjusted after having spent the original six days in February determining the greatest needs for the districts and state office. This workshop will be conducted in the **northern** half of the state and will have approximately 20 attendees. It will be held at a location sponsored by the USOE; however, coordination will need to be made to assure that the computers and other equipment are set up properly ahead of time to insure proper capabilities for teaching a large group of people at the same time. This training location will most likely be in a computer lab where the training will be “hands-on.”*

Five Days:

Conduct a week-long workshop with intensive training as to the setup of the *Cognos* Version 8 software components and the use of the tools included in the Version 8 suite.

This will be adjusted after having spent the original six days in February determining the greatest needs for the districts and state office. This workshop will be conducted in the **southern** half of the state and will have approximately 20 attendees. The content of the workshop will be the same as that covered in the ‘northern’ region workshop. It will be held at a location sponsored by the USOE. This training location will most likely be in a computer lab where the training will be “hands-on”.*

Two Days: Beginning in April and held monthly for the rest of the 2006 calendar year

Conduct two-day *Cognos* Version 8 software training sessions. The content of these sessions will be determined by the *Cognos* User’s Group with at least 60 days notice to the contractor. This training will be conducted in the **northern** half of the state and will have approximately 20 attendees. It will be held at a location sponsored by the USOE. This training location will most likely be in a computer lab where the training will be “hands-on.”* (At the discretion of the *Cognos* User’s Group, these training dates may be allocated with some variance, for example: Meet for three days in June, no days in July, and three days in August.)

Two Days: Beginning in April and held monthly for the rest of the 2006 calendar year

Conduct two-day *Cognos* Version 8 software training sessions. The content of these sessions will be determined by the Cognos User's Group with at least 60 days notice to the contractor. This training will be conducted in the **southern** half of the state and will have approximately 20 attendees. The content of the workshops will be the same as that covered in the 'northern' region workshops. It will be held at a location sponsored by the USOE. This training location will most likely be in a computer lab where the training will be "hands-on."* (At the discretion of the *Cognos* User's Group, these training dates may be allocated with some variance, for example: Meet for three days in June, no days in July, and three days in August.)

*Lunch and snacks will be funded and provided by the USOE.

General Information

The audience for these training sessions will vary from beginning to advanced users. People attending will usually have a high level of technical knowledge and will usually be familiar with earlier versions of the *Cognos* software. The most common role for people attending this training will be people who are the single contact within a given school district for managing assessment and other data. In most, if not all, cases, there will be a critical need to connect assessment data with the district Student Information System (SIS). There are a variety of databases that the USOE and individual school districts access. It is expected that the trainer will be able to show those being trained how to connect to databases such as those containing teacher licensure, school finances, student data, etc.

Training sessions and material should be directed to an educational use of the software. Although printed training material is not required as part of this contract, the preparation of such material would improve qualifications of a given contractor to fulfill this contract.

As part of this year-long process, it will be beneficial to create a template, or "best practices" approach for districts. This will include the design of a presentation (metadata) layer of data that could be adopted by any interested districts. For the purposes of awarding this contract, preference will be given to those who can demonstrate an ability to understand the data structure and needs within a school district, their connection to the state data system, and propose a solution that can facilitate the various districts' use of the *Cognos* version 8 software in a consistent and efficient manner. This will include using the software's ability to "burst" report templates out to multiple users at one time.

PROPOSAL REQUIREMENTS AND COMPANY QUALIFICATIONS

Companies submitting proposals must be specific in citing the qualifications of their trainers. Trainers must have extensive experience using all aspects of the *Cognos* Version 8 software. Preference will be given to companies whose staff has experience in the application of the *Cognos* Version 8 software in the education industry. Experience listed should differentiate between 'teaching' about the software and industry experience 'using' the software.

PROPOSAL RESPONSE FORMAT

All proposals must be organized and tabbed with labels for the following headings:

1. **RFP Form.** The State's Request for Proposal form completed and signed.
2. **Executive Summary.** The one or two page executive summary is to briefly describe the offeror's proposal. This summary should highlight the major features of the proposal. It must indicate any requirements that cannot be met by the offeror. The reader should be able to determine the essence of the proposal by reading the executive summary. Proprietary information requests should be identified in this section.
3. **Detailed Response.** This section should constitute the major portion of the proposal and must contain at least the following information:
 - A. A complete narrative of the offeror's assessment of the work to be performed, the offeror's ability and approach, and the resources necessary to fulfill the requirements. This should demonstrate the offeror's understanding of the desired overall performance expectations. Clearly indicate any options or alternatives proposed.
 - B. A specific point-by-point response, in the order listed, to each requirement in the RFP.
 - C. A list of three (3) references including: 1) company name, 2) contact person (including email address and direct phone number), and 3) number of years experience working with that reference.
4. **Cost Proposal.** Cost will be evaluated independently from the technical proposal. Please enumerate all costs on the attached Cost Proposal Form.

PROPOSAL EVALUATION CRITERIA

A committee will evaluate proposals against the following weighted criteria. Each area of the evaluation criteria must be addressed in detail in the proposal. Detail must be given for each of the categories listed on the "Cost Proposal" sheet.

<u>WEIGHT</u>	<u>EVALUATION CRITERIA</u>
30 %	Cost
20 %	Demonstrated ability to meet the scope of work
20 %	Demonstrated technical capability (proven track record), etc.
20 %	Qualification and expertise of staff proposed for this project.
10 %	Performance references for similar projects.

COST PROPOSAL

Bidder's Name _____

1) Travel for the trainer(s). This should include both airline expenses as well as in-state travel expenses for the entire year of the contract. Expenses for hotels, food per diems, etc. must be reimbursed at the Utah State Government rates. *

\$ _____

2) Trainer costs

\$ _____

3) Equipment and/or materials

\$ _____

4) Research time, if any, to familiarize the trainer(s) with Utah's specific education industry needs.

\$ _____

5) Preparation time for each of the various training sessions

\$ _____

6) **Total Proposed Cost** (Items 1-5 added) \$ _____

*Note. Travel costs will be reimbursed at state rates as specified in the State of Utah Accounting Policies and Procedures (section FIACCT 10-02). Per diem will be paid at CURRENT State of Utah rates, which are: breakfast = \$6, lunch = \$9, dinner = \$15. Tips and tax with meals are included in the per diem amount. Hotel rates are reimbursed at cost: up to \$68.00 per night.

COGNOS TRAINING AND SOLICITATION # DG6522 RFP EVALUATION SCORESHEET

Firm Name: _____

Evaluator: _____

Date: _____

Score will be assigned as follows:

- 0 = Failure, no response
- 1 = Poor, inadequate, fails to meet requirement
- 2 = Fair, only partially responsive
- 3 = Average, meets minimum requirement
- 4 = Above average, exceeds minimum requirement
- 5 = Superior

		Score	Weight (0-5)	Points
1. Demonstrated Ability to meet scope of work (20 points possible)		----	----	----
Ability to meet timeline	5 points possible		X 1	
Ability to adapt to the specific needs of various users (students)	5 points possible		X 1	
Efficiency in learning and understanding Utah's data system	5 points possible		X 1	
Materials or reference sheets proposed to facilitate learning	5 points possible		X 1	
2. Demonstrated Technical Capability (20 points possible)		----	----	----
Experience with education industry	5 points possible		X 1	
Experience with Cognos Version 8 software	5 points possible		X 1	
Experience with training 'on location'	5 points possible		X 1	
Experience training users with various levels of expertise simultaneously	5 points possible		X 1	
3. Qualification and Expertise of Staff (20 points possible)		----	----	----
Experience in training groups of 20 in a 'hands-on' fashion	5 points possible		X 1	
Qualifications of lead trainer	5 points possible		X 1	
Qualifications of all other trainers	5 points possible		X 1	
Trainer's experience using Cognos in industry	5 points possible		X 1	
4. References (10 points possible)	10 points possible		X 2	
5. Cost (30 points possible)	30 points possible			* Inserted by Purchasing
TOTAL EVALUATION POINTS	(100 points possible)		Total	

* Purchasing will use the following cost formula: The points assigned to each offerors cost proposal will be based on the lowest proposal price. The offeror with the lowest Proposed Price will receive 100% of the price points. All other offerors will receive a portion of the total cost points based on what percentage higher their Proposed Price is than the Lowest Proposed Price. An offeror whose Proposed Price is more than double (200%) the Lowest Proposed Price will receive no points. The formula to compute the points is: Cost Points x (2- Proposed Price/Lowest Proposed Price).